

Doing Business With The Navy



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Director, Program Analysis & Business
Transformation
Deputy Assistant Secretary of the Navy
(Acquisition Management)

December 5, 2006

2006 Veterans and Service-Disabled Small Business Conference
Veterans Doing Business with the Department of Defense



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What's New on the Site

- **WELCOME to the DoN Acquisition One Source web site!** The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to your favorites. You can contact us at DoNOneSource@ati4it.com.

- **The Regulation, Policy and Guidance (RPG) Comparison Tool is now available!** The RPG Comparison Tool allows simultaneous subpart viewing of the current versions of the Federal Acquisition Regulation (FAR), the Defense FAR Supplement (DFARS), the DFARS Policy, Guidance and Information (DFARS PGI), the Navy Marine Corps Acquisition Supplement (NMCARS) and the Navy Marine Corps Acquisition Guide (NMCAG).

The **RPG tool** uses "real time" links to the source web sites to allow for the most recent and authoritative information. It was designed and developed to allow Defense acquisition professionals a way to quickly and easily research Federal, DoD, and Navy procurement regulations, policies and guidance.

- **Policy Memo: Change 03-5 to Navy Marine Corps Acquisition Regulation Supplement (NMCARS)** (M.F. Jaggard; 02/14/2005) **NMCARS (February 2005 Edition)**

- **Policy Memo: Change 03-3 to Navy Marine Corps Acquisition Guide (NMCAG)** (M.F. Jaggard; 02/14/2005) **NMCAG (February 2005 Edition)**

- The latest **"Doing Business with the Navy"** brief was given by Captain Cynthia Varner on 23 March 2005 in Biloxi, Mississippi.

Hot Acquisition Issues

- **Proper Use of Non-DoD Contracts** - Every year, DoD spends billions of dollars using non-DoD contract vehicles. This includes orders against Federal Supply Schedules and funds transferred to non-DoD activities for direct contract. However, recent DoD and non-DoD Inspector General reports address a variety of issues associated with the Department's use of non-DoD contract vehicles.

The **Office of the Secretary of Defense (OSD)** and **Congress** reacted to these findings by requiring specific approvals for use of non-DoD contracts. OSD requires that approval be obtained for use of non-DoD contracts for acquisitions over the simplified acquisition threshold effective January 1, 2005.

DoN Implementation on Proper Use of Non-DoD Contracts requires collaboration of the DoN program management, financial management, legal and contracting communities. Program and other requiring managers must seek early involvement of appropriate financial management and contracting personnel to ensure that the resultant acquisition strategy is in the best interests of the Department in terms of meeting requirements, schedule, cost effectiveness, oversight and administration, and availability of a contract vehicle within DoD.



<http://www.acquisition.navy.mil>





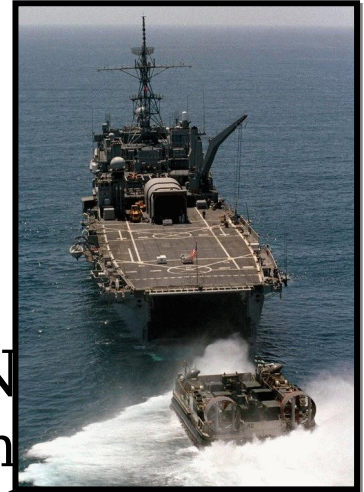
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Navy Acquisition Environment

Transforming for War on Terror

- Navy platforms are inherently flexible
 - Must buy smarter
 - Build with the future in mind
 - Meet CNO's Objectives
- Navy Expeditionary Combat Command (NECC)
 - Combines 40k Sailors from 9 different commands
 - Navy Coastal Warfare; Riverine; EOD; Logistics Support
 - SEABEE's; Maritime Civil Affairs; Combat Readiness Center
 - Expeditionary Security Force; Expeditionary Training Team
- 11,000 Sailors serving ashore in 27 Middle East countries
 - Over 4,000 Sailors in Iraq



More Sailors are serving ashore than afloat in CENTCOM AOR

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Major Navy Buying Commands

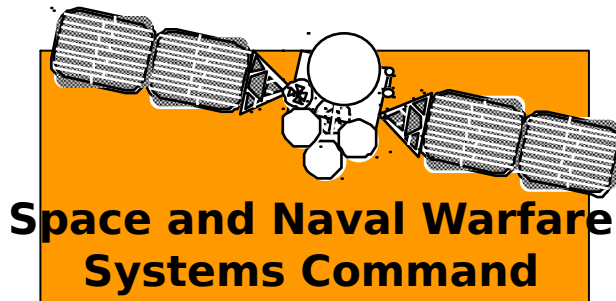


Director of NAVAIR Small Business

Phone: (301) 757-9044

Fax: (301) 757-9093

www.navair.navy.mil



Director of Small Business Program

Phone: (619) 524-7701

Fax: (619) 524-3165

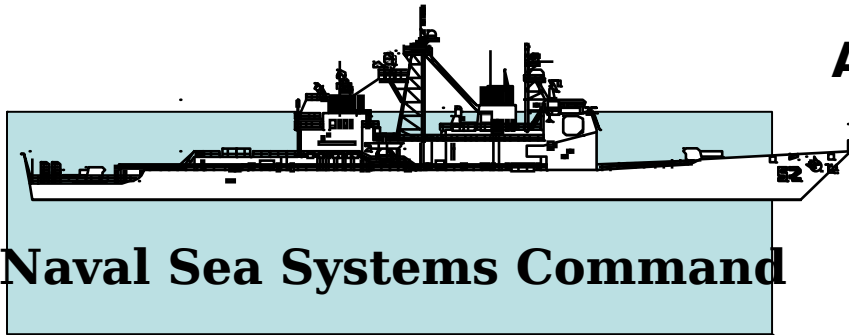
<https://e-commerce.spawar.navy.mil>



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Major Navy Buying Commands

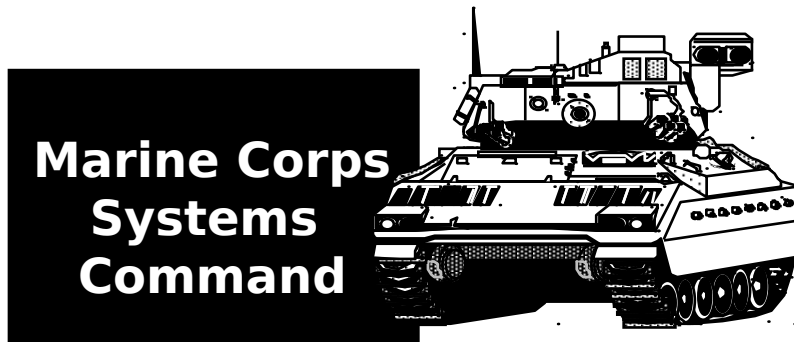


Associate Director of Small Business

Phone: (202) 781-3965

Fax: (202) 781-4772

www.navsea.navy.mil



Associate Director of Small Business

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www.marcorsyscom.usmc.mil



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Major Navy Buying Commands

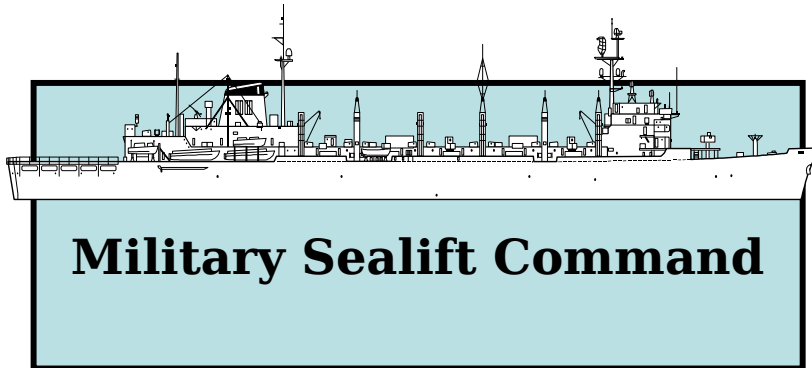


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www.navfac.navy.mil



**Associate Director of Small
Business**

Phone: (202) 685-5565

Fax: (202) 685-5515

www.msc.navy.mil



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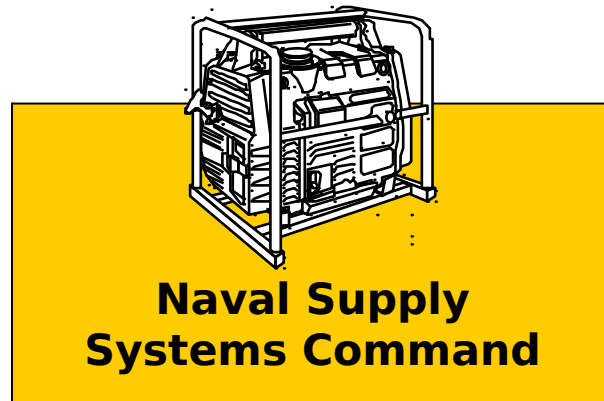


Major Navy Buying Commands



Associate Director of Small Business
Phone: 703-696-4511
Fax: 703-696-4430

www.onr.navy.mil



Associate Director of Small Business
Phone: (717) 605-3575
Fax: (717) 605-1102

www.navsup.navy.mil

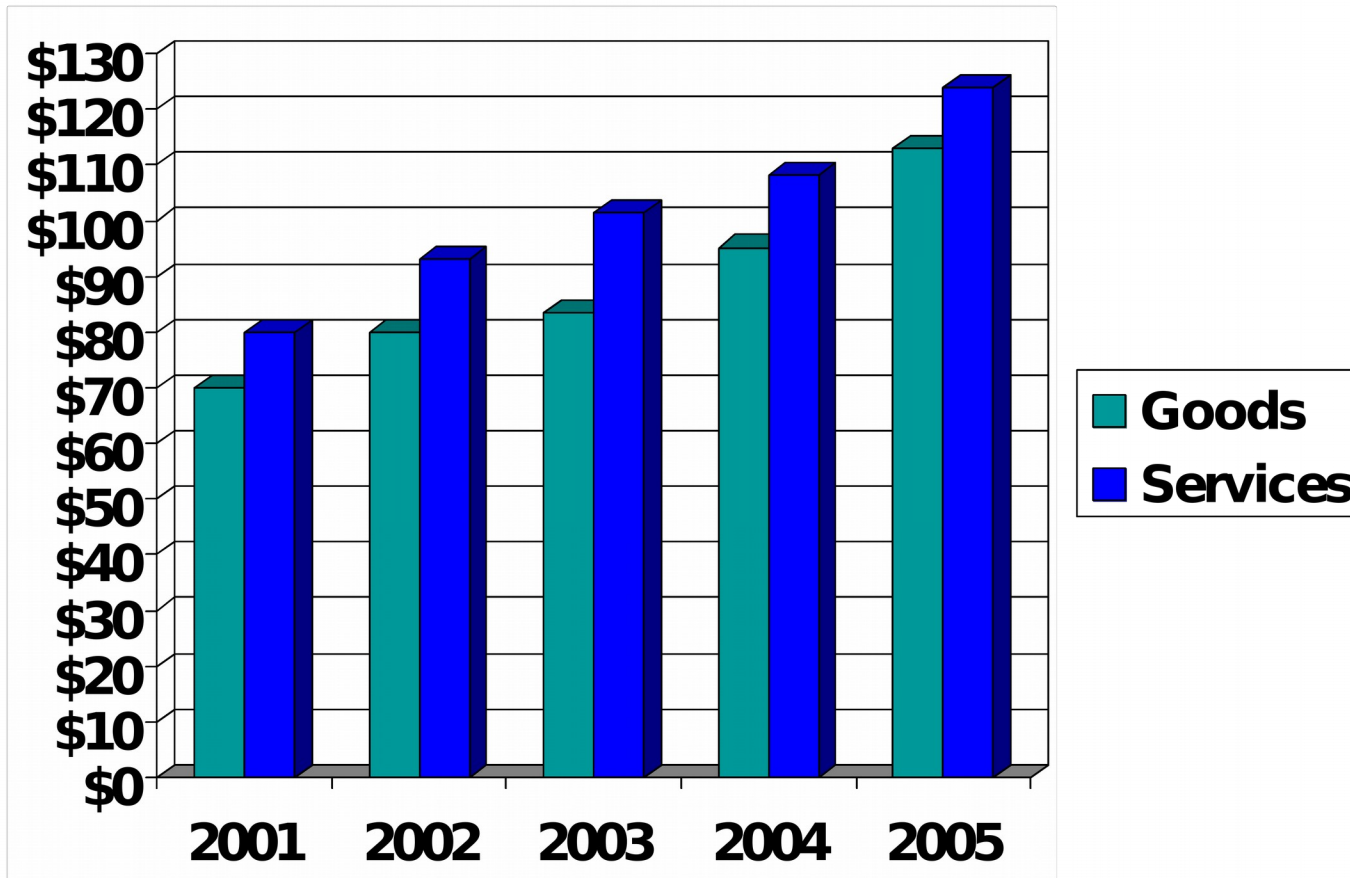


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U.S. Trend of Goods and Services

\$ Value in Billions

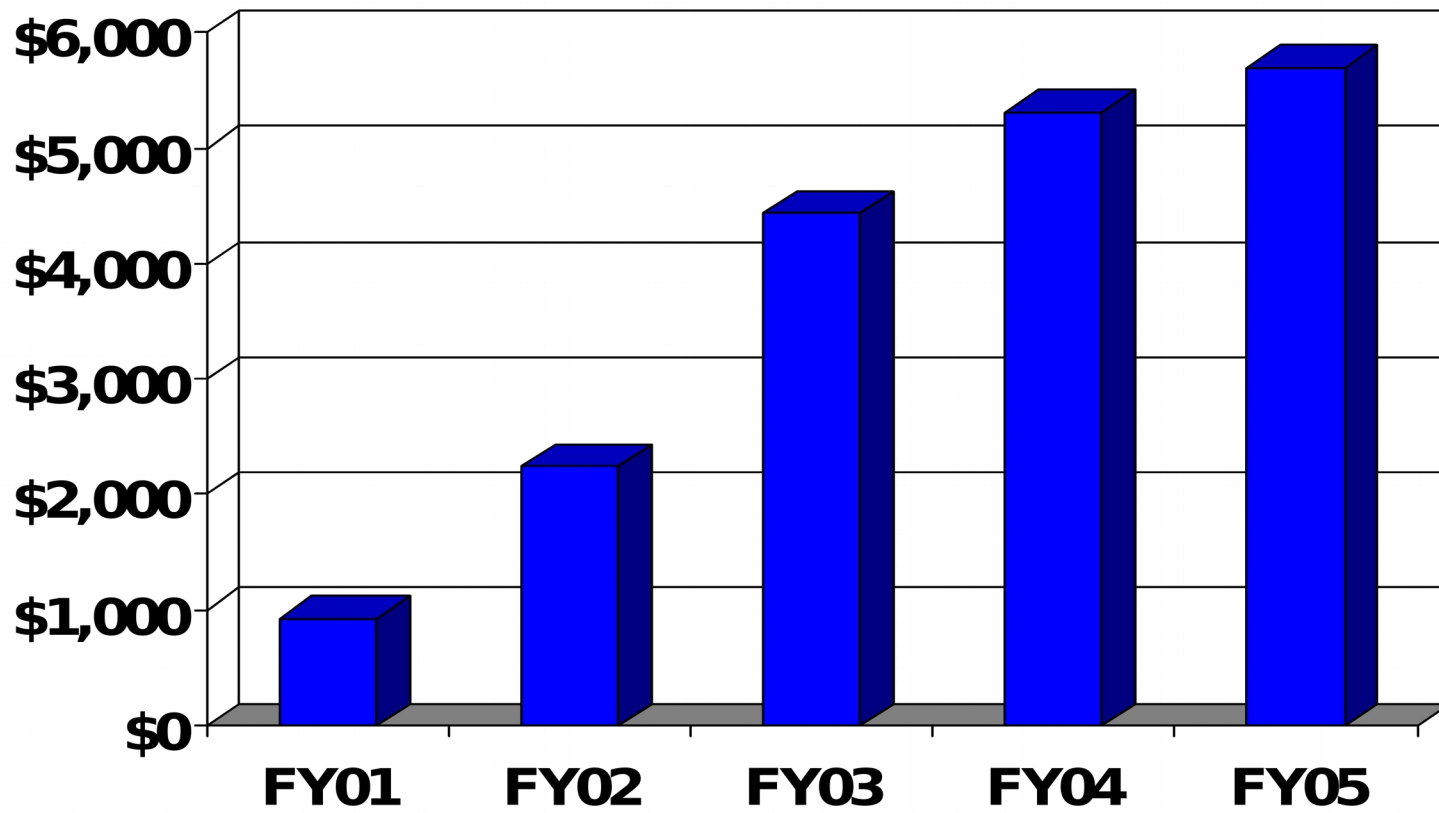


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Don't Large Business Contracts in Texas

\$ Value in Millions

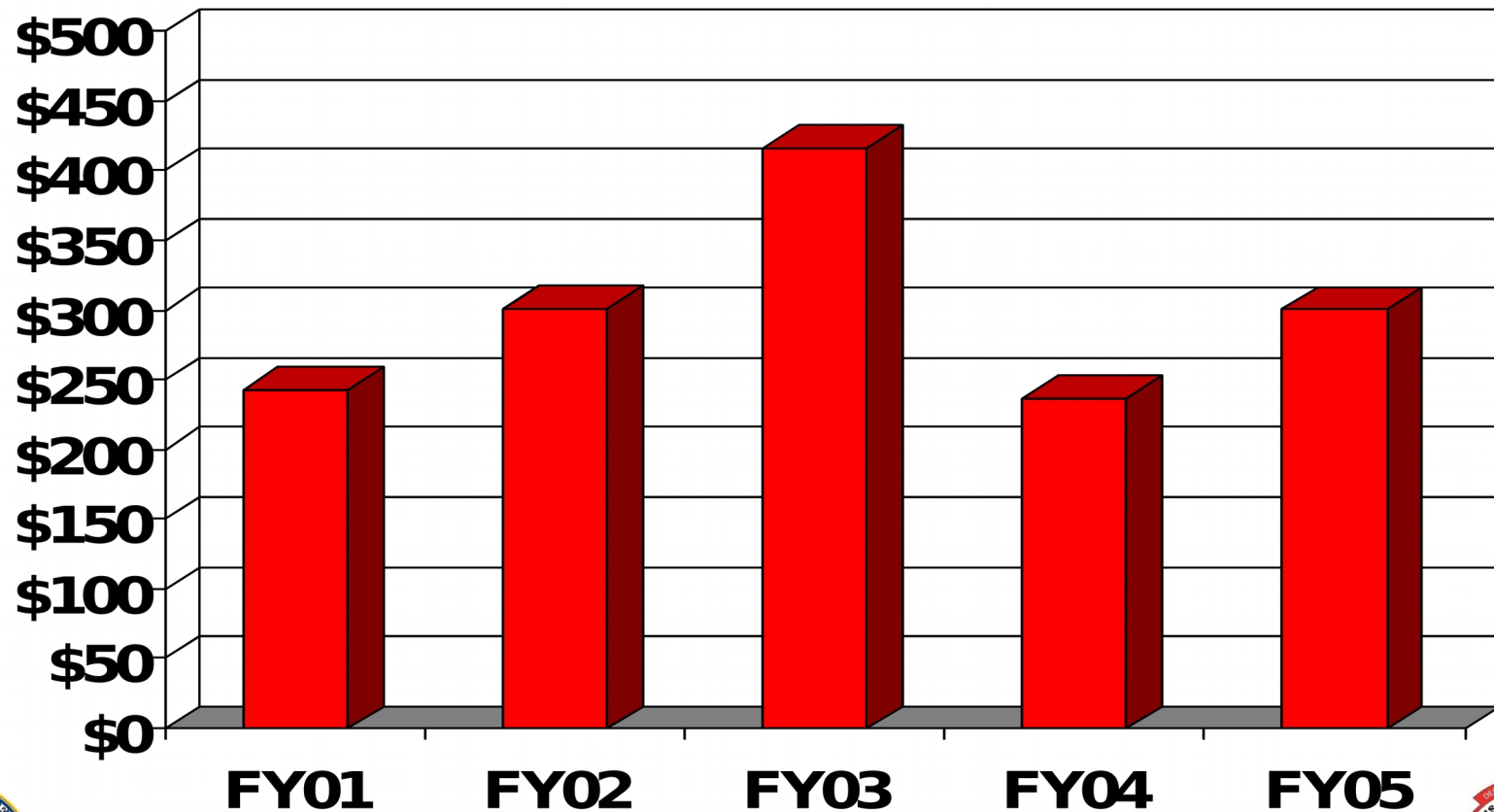


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DoD Small Business Contracts in Texas

\$ Value in Millions



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DON BUSINESS TOP 10 IN TEXAS



LARGE BUSINESS

LOCKHEED MARTIN CORP	3.3B
BELL BOEING JOINT PROJECT OFFICE	937M
BELL HELICOPTER TEXTRON, INC	540M
L3 COMMUNICATIONS VERTEX	182M
RAYTHEON	178M
L-3 COMMUNICATIONS CORPORATION	137M
L-3 COMMUNICATIONS INTEGRATED	84M
DELL MARKETING LP	78M
LITTON SYSTEMS, INC	29M
ROCKWELL COLLINS, INC	21M

OCEAN CHAMPION SHIPPING, INC	19M
OCEAN FREEDOM SHIPPING, INC	19M
PROBADO TECHNOLOGIES CORPORATION	13M
RELIABLE CONTRACTING GROUP, LLP	12M
OCEAN TRIUMPH SHIPPING, INC	12M
MANAGEMENT CONSULTING, INC	11M
OCEAN SPIRIT SHIPPING, INC	11M
OCEAN STAR SHIPPING, INC	10M
SYMTX, INC	8M
KLN STEEL PRODUCTS CO	7M

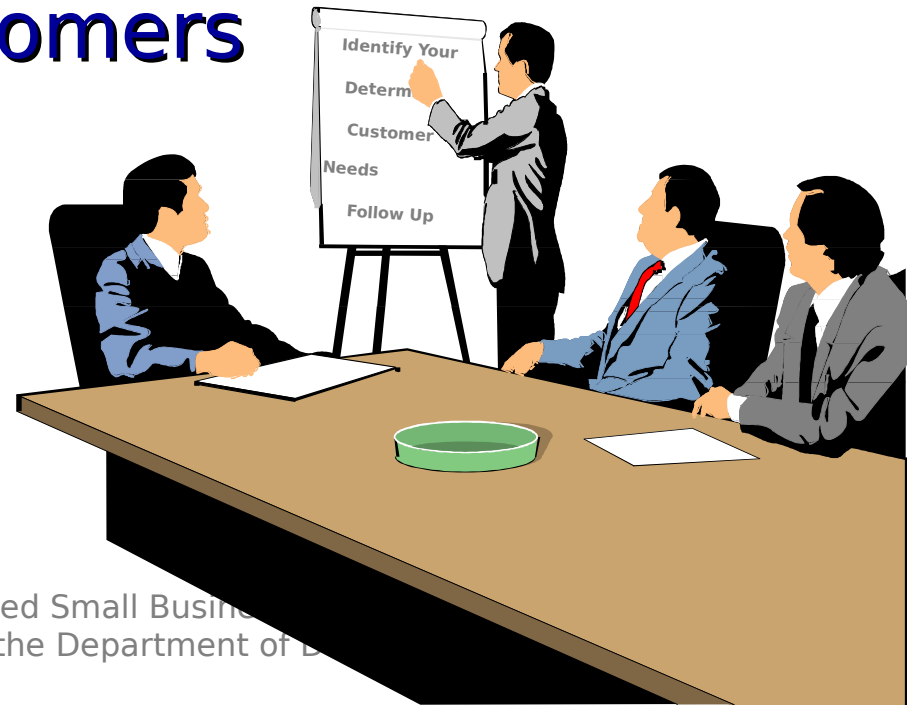


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How To Market Your Business

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About
Special Programs**
- **Seek Assistance**



Register Your Firm and Your Products

◆ **Register Your Company**

- ✓ **Obtain Data Universal Numbering Systems (DUNS)**

- ☐ http://www.dnb.com/US/duns_update/index.html

- ✓ **Obtain Commercial and Government Entity (CAGE) Code**

- ☐ <http://www.dlis.dla.mil/cageserv.asp>

- ✓ **Register in the DoD Central Contractor Registration (CCR) System**

- ☐ <http://www.ccr.gov>

- ✓ **Federal Supply Classification Code (FSC)**



- ✓ **North American Industry Classification System (NAICS)**

- ☐ <http://www.usabid.com/resources/tables/ps/cs/>



http://www.sba.gov/size/indexableofsize.html#naics_determine

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Find Specific Opportunities

✓ **Navy Electronic Commerce Online (NECO)**

❑ <https://www.neco.navy.mil>

✓ **Federal/DoD Business Opportunities**

❑ <http://www.fedbizopps.gov>
❑ <https://email6.prod.dodonline.net/main/>



✓ **<https://progate.daps.dla.mil/home/> Subcontracting Resources**



❑ http://www.acq.osd.mil/osbp/doing_business/index.htm
❑ <http://www.sba.gov/GC/indexcontacts-sbsd.html>



Make It Easy For Your Customers

✓ **Federal Supply Services (FSS)**

❑ <http://www.fss.gsa.gov>

✓ **Government Charge Card Program**

❑ [http://www.fss.gsa.gov
/services/gsa-smartpay](http://www.fss.gsa.gov/services/gsa-smartpay)

> Using GSA > GSA SmartPay



Small Business Emphasis Programs

- ✓ Mentor-Protégé
- ✓ Small Business Innovation Research
- ✓ Women-owned Small Business Program
- ✓ HubZones
- ✓ HBCU and other Minority Institutions Program
- ✓ Veteran Owned Small Business Program

<http://app.vetbiz.gov/>

<http://www.sba.gov/vets/procurement/procurement-pref.pdf>



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Business Partner Network

Go Directly To:
Central Contractor Registration (CCR)
Federal Agency Registration
Online Representations and Certifications Application (ORCA)
 — Vendor
 — Public
Past Performance Information Retrieval System (PPIRS)
Excluded Parties Listing System
EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.
 The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

The Small Business Administration seeks your comments.

Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes: those of all affiliates worldwide, and is the average number of persons employed for each pay period over the concern's last 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:
<http://www.sba.gov/size/part121sects.html>

The three-year average annual receipts (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates worldwide. The AARs are calculated based on your firm's last three completed fiscal years. Travel, real estate and advertising agents, producers or conference management services, freight forwarders, customs brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business for three (3) years, the average weekly revenue for the number of weeks the concern has been in business is multiplied by 52 to determine its average annual receipts. For more information see:
<http://www.sba.gov/size/part121sects.html>

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

FIRSTGov
Your First Click to the U.S. Government

CCR **FedBizOpps**
SBA
PPIRS
 PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM

FedReg
BINCS
UID



<http://www.bpn.gov>

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Area Procurement Technical Assistance Centers

DEPARTMENT OF DEFENSE
Procurement Technical Assistance Centers



The Defense Logistics Agency, an agency of the Department of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

■ <http://www.dla.mil/db/procurem.htm>

■ <http://www.aptac-us.org/new>



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Available Help - SBA

Offices Providing Assistance To Small Businesses For Defense Procurement

Office of Small Business Programs of the Department of the Navy

Washington Navy Yard, Building 36
720 Kennon St., SE
Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865

<http://www.hq.navy.mil/sadbu>

Small Business Administration Dallas District Office

**4300 Amon Carter Blvd., Suite
114**

Fort Worth, Texas 76155

(817) 684-5500 Phone

(817) 684-5516 Fax
<http://www.sba.gov/tx/dallas/>

Director of Acquisition

Phone: 817-782-7086

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